FOR. 10/21 (BOX 1)

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

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1059 Holstein heifers (Mexico). Wants 100 Registered or Grade Holstein bred heifers, weight about 1,100 pounds. Delivery soonest by truck. Quotation FOB Border. Will visit U.S. to make selection. Prefers communications in Spanish. SIC: 01393001. Bank ref: Banco Del Atlantico, S.A. Contact: Magdaleno Garcia Rivas, Rancho El Huhizachal, Texcoco 211, Colonia Claveria, Mexico 16, D.F. Phone: (905) 527-9238, evenings.

1060 Spanish peanuts (Korea). Firm needs initial order of 2,000 - 3,000 kg Spanish peanuts for test use. Request interested U.S. suppliers make direct contact. SIC: 01192010. Bank ref: Exchange Bank, Iri Branch, Iri City, Korea. Contact: Keel Jung Lee, Jeong Boong Trading Co., Ltd., CPO Box 6522, Seoul, Korea. Phone: 72-1238/9.

1061 Grocery items (Greece). Food distribution firm requests price lists and catalogs from U.S. exporters. Desires to establish continuing relationship for purchase of monthly container shipments of various grocery items, (i.e., canned and preserved foods, sauces, dressings, syrups, candy, chocolate and confectionary products). SIC: 20400000. Bank ref: Trcpeza Epangelmatikis Pisteos, Kcncri Branch, Kolowaki, Athens, Greece. Contact: Platon Michas, Viva Company, 117, Alexandras Avenue, Athens 703, Greece. Phone: 643-8549.

1062 Corn (Nigeria). Wants 100,000 tons yellow corn in 50 kilo double fiber bags, Grade 1 and 2. Quote C&F, Port Harcourt, for delivery Mid-November. SIC: 01131020. Bank ref: African Continental Bank, Martin St. Lagos. Contact: Osita A. Nwigwe, Foan Enterprises and Foajob Enterprises, 25, Owokoniran Street, Off Akonbi Crescent, Surulere, Lagos, Nigeria.

1063 Pineapple suckers, (Dominican Republic). Dominican firm wants quotations for 1,000 units of pineapple suckers, French (variety) delivery immediately. Quote C&F Santo Domingo. Bank ref: City Bank, Santo Domingo. Contact: Servio Mancelvo, President, Horizontes Dominicacts, P. O. Box 1723, Santo Domingo, Dominican Republic. Telex: 3460275, Horidom (Answer back). Phone: 566-3157 and 566-3158.

1064 Frozen vegetables (Iran). Iranian company wishes to represent U.S. line of frozen vegetables. Interested U.S. firms contact direct. SIC: 20372000. Bank ref: The International Bank of Iran and Japan Sepahbod Zahedi Branch, Tehran. Contact: Henning Grobien, Combined International Products, Avenue Sepahbod Zaheidi, Sharif Street No 8, Tehran, Iran. Phone: 834061-3 and 831230. Cable: COMINTPRO. Telex: 213467 BEST IR.

1065 Swine (Nigeria). Nigerian company interested in following U.S. S.P.F. tested Swine: 200 Gilts Duroc, Hampshire or Spots and 20 Boars Duroc, Hampshire, delivery time as soon as quotations are approved, within 90 days. Quotations

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5935 South Building, Washington, D.C. 20250

C&F Lagos airport. SIC: 01395000. Bank ref: International Bank for West Africa, Lagos. Contact: I. O. Ekienabor, Agricultural Business Enterprises, 1 Alara Street Onike-Yaba, Lagos, Nigeria or Agricultural Attache, American Embassy, Lagos. Phone: 57320 X287/286.

1066-1067 Canned salmon, live eels (Netherlands). Wishes CIF Rotterdam quotes for canned salmon, container loads, Fancy pink, Fancy medium, 220 g or 7.75 oz. per can, delivery to begin September 1978, also live eels, 5,000 lbs. per week, 3 eels per pound, suitable for airfreight. Quotes C&F and FOB airfreight for prompt delivery. SIC: 20310000. Bank ref: Amro-Bank, Oostburg. Contact: G. Fieret, Fieret's Vishandel Industrieweg 13, Oostburg, Netherlands. Telex: 55500. Phone: 01170-3551.

1068 Hay cubes (Japan). Wants about 2,200 tons per month of hay cubes, delivery as soon as possible. Bank ref: Tokai Bank, Head Office, Nagoya. Contact: Jun Tanaka, 8-12 Meieki 4-Chone, Nakamura-Ku, Nagoya 450, Japan. Cable: BOEKIKATOH, Nagoya. Phone: 052-581-6771.

1069 Confectionery (Hong Kong). Interested in buying assorted confectionery products. SIC: 20710040. Contact: W. S. Lo, Manager, J. B. Adam & Co., Ltd., 1003 Chow Tai Fook Commercial Blgd., 121 Des Voeux Rd C., Hong Kong. Cable: ADAMEXIM, Hong Kong.

1070 Rice (Nigeria). Wants rice, 50,000 - 50 kg double jute bags, parboiled, long grain, max. 4% broken, quote C&F or FOB Lagos. SIC: 20441000. Bank ref: Wema Bank, Nnamdi Azikiwe St., Lagos. Contact: Taiwo Awopetu, Totapetus Business Agencies, P. O. Box 6646, Lagos, Nigeria. Phone: 53700 ext. 655 or 326.

1071-1072 Rice, sugar, sardines (Hong Kong). Interested in 10,000 bags (50 kg) of long grain parboiled rice, 4% brokens, in polypropylene protective bags; 5,000 cartons of cube sugar, 50 packets (1 - kg each) and 5,000 cases of sardines, 100 cans per case, packed in soybean oil. SIC: 20441000, 20600040. Bank ref: Pan African Bank, Ltd., Port Harcourt. Contact: Simon I. Igbikiowubo, B-Simon Sales International Company, Nigeria, 16, Industry Road, P. O. Box 93, Port Hartcourt, Rivers State, Nigeria. Phone: 225271. Telex: B-551.

1073 Mushrooms (Japan). Wishes to buy Matsutake mushrooms (Armillaria Edodes), fresh and salted. Will purchase whatever amount American company can export. Bank ref: Daiichi Kangyo Bank, Senba Minami, Branch Osaka. Contact: Yasuzumi Onishi, Director, Foreign Trade Dept., 14, Tamatsukuri-Honmachi, Tennoji-Ku, Osaka 543, Japan. Cable: DIAPACKAGE, Osaka. Phone: 06-762-6521.

1074 Heifers (Iraq). Government tender with closing date of June 25 for 1,000 European or American/Canadian Friesian or Holstein Friesian heifers, 12 month old, min. weight 200 kg at time of shipment. Dams of heifers should have produced 3.5% butterfat from production 4,500 kg during 3rd lactation. Quote FOB and C&F Baghdad airport. Two attendants must accompany each flight at expense of bidder. Shippers using other than Iraqi Airways must pay an additional landing certificate fee. Complete specifications available for $18 from address below. SIC: 01393001. Contact: Directorate-General of Animal Resources, Zera's Building, Nissour Square, Baghdad, Iraq. Cable: HAYWANIA, Baghdad. Telex: 2488 HAYWANIA IK.

1075 Beef (Japan). Wants 10 mt as initial test purchase of frozen or chilled special cuts of beef cut from within the rib cage. Beef need be only suitable for ground hamburger patties, least expensive cuts for use in school lunch program. Packaging in bulk and containers suitable for refrigerated shipment. Shipment as soon as arrangements can be made. Quote FOB or CIF Kobe port. SIC: 20111000. Contact: Kiichi Takeda, Manager, Nikuno Meijiya Ltd., 1-10 Nakazu 2-Chome, Hakata-Ku, Fukuoka 812, Japan.

1076 Joint venture (Nigeria). Looking for consultant firm to do feasibility study on farming project which will include growing and processing of oranges, tangerines and pineapples. The project is to be located in Cross River State. Bank ref: Barclays. Needs (1) Preparation of Feasibility Report, (2) Management Services Contract, and (3) possible U.S. Partner. Contact: P. O. Ani, Managing Director, Voxmobile, P. O. Box 6153, Lagos, Nigeria.

1077 Cottonseed cake (Germany). Interested in cotton seed cake, 500 mt per shipment, protein content min. 35%, shipment in bulk. Quote CIF Hamburg. SIC: 20911000. Bank ref: Vereins-Und Westbank A.G., Hamburg. Contact: Guenther Rajewski, Nordmann, Rassmann & Co., Kajen 2, 2000 Hamburg 11, West Germany. Telex: 213935 NRCX D (Answer Back). Cable: NORDRASCOS, Hamburg. Phone: HAMBURG 3687-377.

1078 Joint Venture (Nigeria). Interested in a joint venture with U.S. company in the fields of livestock feeds industry, agricultural equipment, manufacture and/or marketing. Company said to be involved in 500 hectares cassava and corn production plus a planned 7,000 day-old chick production unit. Contact: Moore E. Ukpabi, Managing Director, Agricultural and Property Development Company, Ltd., 9, Chukwurah Street, Inland Town, Onitsha, Nigeria.

1079-1081 Butter, cheese (Egypt). The government has issued a tender with a closing date of June 14 for 2,000 mt of unsalted butter and 800 mt of dry cheese and processed cheese. Offers must be submitted through Egyptian private or public sector entity listed on Registry of Commercial Agents. SIC: 20210020, 20221000, 20222000. Contact: Purchasing Committee for Animal Products, General Authority for Supply Commodities, 24 Gomhouria St., Cairo, Egypt. Telex: NPR 2062 ESTRAM. Cable: ESTRAM, Cairo. Phone: 932969.

1082 Wheat (Ethiopia). Urgent need for 25,000 mt of hard wheat. Expects delivery at earliest possible date. Quote C&F Assab. Payment by Irrevocable Letter of Credit. Prefers telex replies. SIC: 01131070. Contact: N. I. Albinsson, Agricultural Marketing, Corporation, P. O. Box 3321, Addis Adaba, Ethiopia. Telex: 21165 GRAINCROP Addis. Phone: 157633.

1084-1086 Powdered caramel, vegetable oils, yeast extract, dried vegetables (Ecuador). Dehydrated food manufacturer is interested in powdered caramel, hydrogenated vegetable oils, yeast extract for food purposes, powdered white onions, dried onion flakes, other vegetable dehydrated flakes, dehydrated asparagus, dehydrated mushrooms, and potato scales. SIC: 20710000, 20932090, 20341070. Contact: Jorge Hanze, Production Mgr., Sociedad Productora De Alimentos Solubles S.A., Casilla 9120, Guayaquil, Ecuador. Telex: 3472 SOPAS ED. Phone: 386344.

1087 Raisins (Ecuador). Wants exclusive agency for seed and seedless raisins in 30 lb. cartons. Operates on commission basis. Quote C&F Guayaquil including such indent

agent's commission as conventionally paid. SIC: 20341010. Contact: Luis E. Calvo, Manager, J. A. Calvo - Representaciones - Comisiones, Casilla 700, Guayaquil, Ecuador. Cable: SAGURTO. Phone: 518915.

1088 Cotton (Bangladesh). Interested in U.S. raw cotton, annual requirement about 80,000 bales. The firm acts as Indent/Sales agent. It is interested in agency franchises to participate, on behalf of U.S. firms in cotton tenders issued by the State-Owned Bangladesh Textile Mills Corporation (BTMC). Does not represent any U.S. firm. SIC: 01122000. Contact: Major (Retired) M. A. Haque, Proprietor, Bangladesh Ostrich International, Ellal Chamber (3rd Floor), 11 Motijheel Commercial Area, Dacca-2, Bangladesh. Cable: INSURE, Dacca.

1089 Fruit concentrates, flavorings (Sudan). Wishes to import fruit concentrates and flavoring concentrates. Buyer is large distributor who is seeking arrangement with manufacturers for importation, part processing and retail packing for distribution at firm's cold storage warehouse, for distribution to all parts of Sudan. SIC: 20871000. Contact: Abdel Gadir El Amin Abu Shama, Managing Director, Khartoum Commercial Establishment, P. O. Box 2247, Khartoum, Sudan. Cable: COMESTAB. Phone: 45510, 42664, 75349.

1090 Sausage casings (Finland). Interested in beef, hog and sheep sausage casings, about $1 million annually. Also ring type collagenous sausage casings, both edible and inedible types, about 3 million linear meters, annually, and artificial sausage casings for peelable frankfurters, about 5-10 million linear meters annually. SIC: 2011X015. Contact: Hannu Rahikainen, Product Manager, Ulkomarkkinat Oy, Levytie 2, SF-00810 Helsinki, Finland. Telex: 212509. Phone: 90/782500.

1091 Wines (Germany). Sales representative for Southern Germany wants to add U.S. wines to its line of alcoholic beverages. Requests CIF prices. SIC: 20840020. Contact: Afred Zuend, Handelsvertretungen, Schoenbergstrasse 5, D-78000 Freiburg/Breisgau, Germany. Phone: 761/493838.

1092 Almonds (Syria). Wants 10 mt of shelled almonds, first quality, size 16/18, 18/20, in cartons of about 20 kg, delivery Sept. 1978. Quote C&F Latakia to include 3 percent commission. SIC: 01225005. Bank ref: Commercial Bank of Syria, Branch No. 4, Damascus. Contact: Salim Rifaai, Ets, Salim Rifaai, P. O. Box 3158, Damascus, Syria. Telex: 19150 SY Booth, ATTN. Salim Riffaai. Phone: 229820.

1093 Rice (Canary Islands). Agent for Ivory Coast is interested in 20,000 mt of rice, 25 percent broken kernel, 7 percent green kernel and 3 percent yellow kernel, immediate delivery. Quotations: CIF Abidjan. Payment by Irrevocable Letter of Credit. Requests offers by telex. SIC: 20441000. Contact: A. Perez, Aki Consolidadores Maritimos, S. A. Las Palmas De Gran Canaria. Telex: 96193 CONSO E

1094 Grocery line (England). Grocery products manufacturer with large sales force and 100 percent distribution to U.K. grocers seeking additional grocery food products with potential of British pounds one million annual sales in U.K. Products must have minimum 6 month shelf-life. Interested in joint venture or distribution for such products. Suppliers should contact company's marketing consultant. SIC: 20400000. Contact: Mrs. H. Froggatt, Kraushar Andrews &

Eassie Ltd., 32 Fitzroy Square, London W1P 5HH, England. Phone: 387-7882.

1095 Orchids (Japan). Interested in trial shipment of 1,000 orchid cut flower-cymbidium and/or vanda appropriate packaging for air shipment. Immediate delivery. Quote CIF. Bank ref: Tokyo Bank, Ryugasaki Branch. Contact: Tadashi Terao, General Manager, Ryuko Engei Co., Ltd., 8765, Kome-Machi, Ryugasaki-Shi, Ibaragi-Ken, Japan. Phone: 02976-2-7228.

1096 Reptiles (Japan). Wants to buy 3,000 each per annum of live reptiles, the items are for sale in pet shops. (a) snakes and (b) lizards, tortoise and/or turtles. Appropriate packaging for export, immediate delivery by air. Specific information required. Quote C&F or CIF Narita airport. Bank ref: Taiyo Kobe Bank, Horinouchi Branch, Tokyo. Contact: Cho Kobayashi, Kobayashi Shoki Co., Ltd., 3-29-28, Wada, Suginami-Ku, Tokyo, Japan. Phone: 382-5551.

1097 Soybeans (South Africa). Traditional exporter of minerals to Korea has received a request from its Korean buyer for 25,000 tons of yellow soybeans for oil extraction, Grade 2 or better, July shipment. Quotations FOB U.S. port, also CIF Pusan, Korea. SIC: 01138000. Bank ref: Barclays Bank, Carlton Centre, Johannesburg. Irrevocable Letter of Credit from Korean Purchaser, payment in U.S. dollars. Contact: S. Kuper, Kukris Trade & Export (PTY) Ltd., 19th Floor, Bosman Building, Corner of Eloff and Bree Streets (Box 4307) Johannesburg 2000, South Africa. Telex: 8-7532 SA. Cable: BRAWILL. Phone: Johannesburg 37-3331.

1100 Corn (Egypt). Government tenders with closing date of June 24 for 100,000 mt of yellow or white dent corn, and tender with closing date June 20 for 5,000 mt of sesameseed. Delivery corn 50,000 mt each July and August. Shipment sesame July 15-August 15. Under both tenders, copy of conditions/specifications, which is available from purchaser for 2 Egyptian pounds, must be attached to each offer. Offer must be submitted through Egyptian private or public sector entity listed on registry of commercial agents. SIC: 01131020. Contact: Purchasing Committee for Grains and its Products, Gereral Authority for Supply Commodities, 24 Gomhouria Street, Cairo, Egypt. Telex: 92062 Estram Cairo. Cable: Estram, Cairo. Phone: 932969.

1101 Sunflower seed (Germany). Wants container loads of sunflower seed, unprocessed, for human consumption, 20 to 40 tons per month. Grade 1, but also brokens. Prompt delivery. Samples required; to be sent via airmail. Quote ex factory or FOB Port of Embarkation. Bank ref: Vereins-Unf WestBank Ag, Hamburg. Contact: Peter K. Laser, Trans Europe Freight Forwarders GMBH., Messberghof 7, 2000 Hamburg 1, West Germany. Telex: 021 73 207 (Answer Back: TEF D). Phone: Hamburg 33 82 46.

1102 Coconut, cocoa powder (Egypt). Interested in 10 mt now and 10 mt every 3 months thereafter of ground coconut, and trial shipment of 10 mt of cocoa powder. Both products in packages/bags of 50 kg. Quote C&F Alexandria. Bank ref: Bank of Alexandria, Kasr El Nil Branch, Cairo. Contact: Fayz Nagib Hanna, Manager, Ramses Export and Import Office, 14 Zohny Street, Daher, Cairo, Egypt. Phone: 935449.

Repeat of inquiry in May 26 Export Briefs in which the country was erroneously listed as Italy

0979-0980 Vegetables oils, hides (Spain). Interested in vegetable oils, cruid; other vegetable oils, once refined; animal and marine oil mill products; hides, skins, and pelts. The firm is an importer and distributor of a wide variety of products, mainly raw materials for various industries. Desires quotations CIF Spanish port. SIC: 20932090, 20119000. Contact: Alejandro Munoz Gazquex, Manager, Guzman, S.A., Carrer Dels Traginers, 9, Valencia 14, Spain. Cable: FIDELMAN. Telex: 62649-FIDE. Phone: 96/3798600. Co. ref: General Mills Chemicals, Inc., Minneapolis.

Foreign Trade Developments

Manila-Singapore-U.S.A. Food Exhibitions. Two American Processed Food Shows will be held in Manila, Philippines and Singapore, this coming fall. The dates for the Manila Show are September 18-19, 1978 and the show in Singapore will be held September 25-27, 1978. The deadline for participation in these shows is June 30, 1978. Products of interest in the Manila Show are canned and frozen fruit, dried vegetables, citrus products, frozen turkey products, dried fruit, canned and frozen vegetables, meat products, specialty poultry items and nuts. Products of interest in the Singapore Show are canned and frozen fruit, fresh fruit, fresh vegetables, poultry and poultry products, dried fruit, meat and meat products, canned and frozen vegetables and table items (jams, peanut butter, honey and mayonnaise). Exhibit space is still available but interested firms must contact the project leader without delay. Contact: Robert D. Francis, Project Leader, Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 5935-South Building, Washington, D. C. 20250. Telephone No. (202) 447-7777.

Feed Whey Market. Feed industry sources indicate growing interest in whey powder imports for feed use. Interested suppliers should contact the following user organizations.

Tariff quota for feed whey for April/September 1978 has been announced at 6,000 tons, 1,000 more than same period a year ago.

1. Japan Feed Manufacturers Association
   Materials Section
   2-1, Azabudai 2-Chome, Minato-Ku, Tokyo.

2. National Federation of Agricultural Co-operative
   Associations (Zen-Noh)
   Livestock Production Department
   8-3, Ohtemachi 1-Chome, Chiyoda-Ku, Tokyo.

International Transportation Conference. Over 30 national and international authorities will speak during a two day International Transportation Conference being held in East Lansing, Michigan, June 14 and 15. The conference is under the sponsorship of the Foreign Agricultural Service (FAS), the Michigan Department of Agriculture and the Mid-America International Agri-Trade Council (MIATCO), and will be held at the University club of Michigan State University in East Lansing. The conference will include panel discussion on such subjects as livestock transportation by sea, transportation on the St. Lawrence Seaway and the Great Lakes, packaging technology and materials handling, marketing into the Middle East and transportation economics of agriculture. In addition to speakers already announced R. J. Brennan, Executive Vice President, Lykes Bros. Steamship Co., Inc. will speak and moderate the panel discussion on Transportation and Marketing into the Middle East. Additional information is available from the International Trade Division, Michigan Department of Agriculture, Lewis Cass Building, P. O. Box 30017, Lansing, Michigan 48909. Phone: (517) 373-7807

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